

KEVIN SPENCE

COLUMBUS, OH | KEVINSPENCE95@GMAIL.COM | [KEVINSPENCE95.GITHUB.IO](https://github.com/KEVINSPENCE95)

OBJECTIVE

I'm seeking a full-time position and considering a variety of roles related to my interests and or professional experience. With over three years in procurement—focused on both presale proposals and new product development—I have worked effectively with various teams to support key business objectives and meet deadlines. Open to positions with training and growth opportunities—I have personal experience and interest in computer aided design, web development, landscaping, automotive care, and driving. Based in the Columbus, OH area, I'm available and eager to take on new challenges. Let's connect!

EDUCATION

B.S Mechanical Engineering - The Ohio State University - 12/2017

SKILLS

Procurement, Estimating, Defining Requirements, Technical Communication, Quantitative Analysis, Cost Avoidance, JavaScript, Git, Excel, Sketch, SolidWorks, Notion, Physical Labor

WORK EXPERIENCE

Strategic Sourcing Engineer @ Honeywell Intelligrated - Mason, OH - 01/2018—01/2020

- Helped secure major warehouse automation contracts by implementing sourcing strategies and driving “pre-sale” cost avoidance. Negotiated/estimated buyout costs for project proposals.
- Worked with conceping engineers and project managers to understand proposed automation systems and develop specifications required to secure adequate quotations for every purchased item.
- Developed strong working relationships with suppliers and supported them throughout the bidding process and early project execution phase. Preliminarily selected suppliers.
- From my 2018 performance development summary... *“Kevin has a passion for winning with almost \$1.25M in cost avoidance on the projects he has worked on. Of particular note is the \$95K savings negotiated to secure the win of the 640K Amazon Sites.”*
- Received a “Bronze Award” from the director of strategic sourcing for reporting \$504,000 in pipeline savings for the 2019 fiscal year. *“Kevin certainly gets things done and always delivers.”*

Self-Employment / Career Break – Columbus, OH

- Independent asset management/trading - 03/2020—06/2021
- Self-taught Front-End Development [KEVINSPENCE95.GITHUB.IO](https://github.com/KEVINSPENCE95) - 06/2021—12/2023
- *Personal Projects* – Designed a boardgame 3D Modeled Components in Sketch, built and tested prototype. Designed a Solarium (sunroom) house extension and modeled to scale using Sketch. Attempted to produce music.

New Product Development Procurement Lead @ Vertiv - Westerville, OH - 01/2024-04/2025

- Assigned to multiple product design teams in Vertiv's Thermal business unit where I was responsible for ensuring supply chain health and material readiness for new product launches.
- Engaged with project engineers, commodity managers, and suppliers early in the development process to help inform the design of the units so that manufacturing and cost targets could be met.
- Played a key role in the production transfers of the XDU100A and XDU1350 to Monterrey Mexico. In both cases, I worked to localize the supply chains for these CDUs to North America.